

Message Text

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66

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 XMB-04 EB-07 /022 W

----- 111885

R 051515Z SEP 75

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 6399

INFO USDOC WASHDC

AMCONSUL CASABLANCA

AMCONSUL TANGIER

UNCLAS RABAT 4310

PASS EXIMBANK

E.O. 11652: N/A

TAGS: BEXP MO

SUBJ: FGT T 0044 CASABLANCA POST OFFICE

REF: STATE 202976

RABAT 3986

1. IMMEDIATELY UPON RECEIPT OF THE E-SYSTEMS' MANAGEMENT SUMMARY PROPOSAL WE PASSED IT TO APPROPRIATE PTT MINISTRY AUTHORITY MR. ABDELAZIM ESSAKALLI WHO APPEARS SERIOUS AND CAPABLE. ESSAKALLI NOTED MATERIAL HAD BEEN PROMISED IN FRENCH AND INQUIRED WHETHER PROPOSAL EXISTS IN FRENCH OR ARABIC. WE EXPRESSED CERTAINTY THAT IT DOES NOT AND ESSAKALLI EXPLAINED THAT IN ORDER FOR THE E-SYSTEMS PROPOSAL TO RECEIVE REASONABLE CONSIDERATION WITHIN GOM HE REQUIRES TWO THINGS. FIRST HE NEEDS THE PROPOSAL IN FRENCH SO THAT ALL CONCERNED CAN READ IT AND UNDERSTANT IT; SECONDLY, HE REQUIRES SOME INDICATION OF PRICE. HE ASKED TO KEEP THE COPY SENT SO THAT AT LEAST SOME OF HIS ENGINEERS, A FEW OF WHOM HAVE LIMITED UNDERSTANDING OF ENGLISH, CAN PERUSE PROPOSAL, BUT HE REQUESTED E-SYSTEMS ARRANGE LOCAL TRANSLATION OF PROPOSAL AND FORWARD SOME INDICATION OF PRICE ENTAILED IN THIS SYSTEM.

2. IT SEEMS TO US THAT GOM IS SERIOUSLY INTERESTED IN E-SYSTEMS APPROACH BUT IT DOES SEEM TO US AND APPARENTLY TO MR. ESSAKALLI THAT IT IS LITERALLY IMPOSSIBLE TO MAKE ANY KIND

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OF A JUDGMENT OF PROPOSAL UNTIL IT IS PRESENTED IN A LANGUAGE

COMPREHENSIBLE TO PTT TECHNICIANS AND A PRICE TAG IS ATTACHED.
EMBASSY BELIEVES LOCAL TRANSLATION COULD BE ARRANGED FOR
PROBABLY NO MORE THAN TWO HUNDRED DOLLARS AND POSSIBLY A
GREAT DEAL LESS. BECAUSE WE BELIEVE THIS PROJECT IS
SUFFICIENTLY IMPORTANT WE WOULD BE WILLING TO TRY TO ARRANGE
SUCH A TRANSLATION IF E-SYSTEMS WILL PAY FOR IT.NEUMANN

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